Seller's Road Map & Listing Guide

Real Estate.
Simplified.

Benjamin Fox
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Real Estate Consultant
www.Benjaminfoxrealty.com

Who am I?

"I’m Benjamin Fox, a real estate professional rooted in the heart of the West Kootenay. As someone who’s lived and thrived in this stunning region, I bring a deep personal connection to every transaction. My approach is built on integrity, understanding, and a genuine passion for helping people find their perfect place in this incredible community." I love what I do!

Why work with me?

Working with me means partnering with someone who not only understands the West Kootenay but is also deeply connected to the community. With an extensive network of trusted local professional, from contractors to inspectors and everything in between — I can ensure a seamless experience for you. I take the time to understand your goals, providing personalized service and support throughout the entire process. Whether you're buying or selling, I work tirelessly to make your real estate journey a success.

What sets me apart?

- What sets me apart is my genuine passion for real estate. I’m not your typical agent—I’m deeply invested in understanding macroeconomic trends and the intricacies of market dynamics. With firsthand experience as both an investor and homeowner, I approach each transaction with a unique perspective. I’m truly obsessed with providing the highest quality of care to every client I serve, and I take results personally. This dedication to excellence shows in the outcomes I deliver.
- All of my listings include a comprehensive digital information package and extensive digital marketing materials. As a certified digital marketer trained at BrainStation, a leading educator in the field, I bring cutting-edge marketing strategies to each listing to ensure maximum exposure and success.

Client **Testimonials**

Benjamin Fox
REAL ESTATE

Benjamin helped us so much when we were finding our first home. He is an excellent realtor and extremely informative! I have nothing but great things to say about him and his work. He's not only fantastic at what he does but he also cares a lot. An extraordinary realtor in the kootenay area!

Laura Ferguson

During the winter and spring of 2025, we'd relied on EXP to locate a Nelson house and property that would be a good fit for our needs and tastes. It was a process that took time, but during a tour Benjamin Fox took us through of one property in Fairview, we were immediately enthusiastic. Besides being keenly aware of the specifics we were looking for, Benjamin showed his refined grasp of a house's technical accoutrements. His accurate observations complemented our own meticulous scrutiny of the property, as well as the house. We greatly appreciated Benjamin's guidance on making our bid, and his attentive, friendly guidance through the maze of technicalities following its acceptance. He proved constantly professional in making a complicated series of steps manageable for us.

Joel Russ & Lou Lynn

Benjamin consistently makes an effort to stay in touch and is always quick to respond, ensuring smooth and transparent communication throughout the entire process. His dedication and commitment to his clients truly set him apart. I highly recommend Ben to anyone looking for a reliable, knowledgeable realtor.

Paul Gaucher

Recent **Transactions**

7620 School House RD

In Balfour
Representing
The Buyers

SOLD

325 Chatham Street

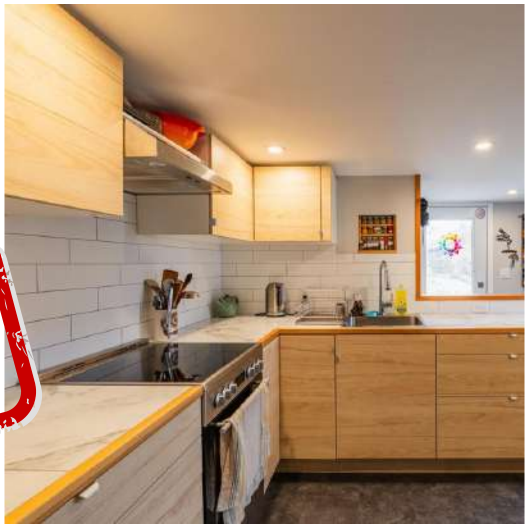
In Nelson
Representing
The Sellers

SOLD

917 Fourth Street

In Nelson
Representing
The Buyers

SOLD



Seller's **Roadmap**

1 Let's Meet

Share with me your vision. Together we outline a step by step guide to achieve your goals.

2 The Listing Agreement

You can cancel at anytime with no financial penalty. Payment is only due upon successful sale.

List Price

Together we review the market and listing strategy.

3 Staging, Prep, & Data collection

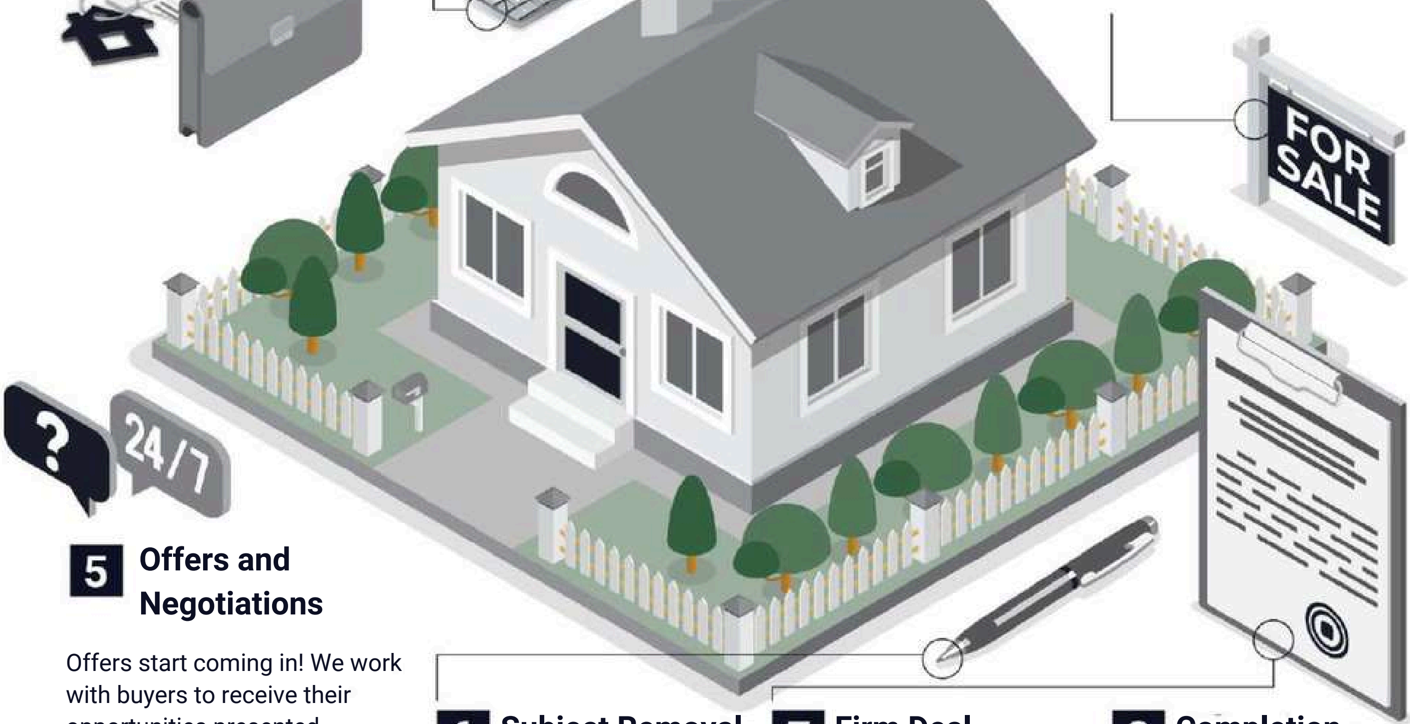
Together we prepare the property to capture content. We gather all relevant information on the property.

4 Shoot Day

My team captures high calibre photography, drone shots, videography, and 3D Scan.

List for Sale

I provide you the Draft Listing for your review. Upon your approval, the listing goes Live in the MLS!



5 Offers and Negotiations

Offers start coming in! We work with buyers to receive their opportunities presented.

Choose an Offer

We provide you with a comprehensive analysis of the offers presented. You decided which offer to work with.

6 Subject Removal Period

Once an offer is accepted, we enter the subject removal period. This is typically a 2 to 3 week period in which the buyer conducts due diligence. This commonly includes an inspection and appraisal.

7 Firm Deal

Once the buyer removes subjects, the property is officially Sold! The Deposit is typically due upon Subject Removal.

8 Completion

You receive the proceeds of sale upon completion. The keys are presented to the buyer on Possession Day.

Benjamin Fox
REAL ESTATE

Marketing Your Property

I utilize a Comparable Market Analysis for pricing strategy. This information will be a market-backed price range recommendation for your listing.

Upon confirming the list price, we proceed with acquiring the listing content!

The Plan

- Professional Photography & Drone
- High-Calibre listing video
- 3D Virtual Tour for remote buyers
- Floor Plans
- Create a comprehensive Digital Information Package
- Create a showing schedule
- Expose your listing to my associates and network of real estate agents
- Social media campaign
- Call in offers!

Home Staging **Checklist**

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Less is More

Removing as many items off tables, counters, and furniture as possible is important.

Just when you think you have cleaned the counter-tops enough, simplify further!

It is important to personalize the space. This will allow buyers to see themselves in the home!

Setting the Scene

- [ ] It is highly recommended to have a home professionally cleaned prior to shoot day. This exemplifies the standard of care in the home.
- [ ] Clean the windows, inside and out. This goes a long way - buyers notice.
- [ ] Remove bins, daily items, and unsightly objects.
- [ ] Organize anything that will be visible to the photographer or buyer.
- [ ] Open all blinds to let in as much natural light as possible.
- [ ] Make all the beds.
- [ ] Remove all towels and place all toilet lids down.
- [ ] Remove all pet-associated items.
- [ ] Ensure the front of the fridge is clean and tidy.
- [ ] Turn on all the lights and replace any burnout bulbs.
- [ ] Try to avoid strong scents and cleaners.
- [ ] Remove all vehicles from the property for shoot day.
- [ ] A fresh coat of paint can go a long way.
- [ ] If you have a fireplace, it would be great to have a fire lit for shoot day. If your fireplace has glass, ensure it is clean.

The Money Shot

The 'money shot' is the main listing photo—the one that grabs attention and draws potential buyers in. Let's make it unforgettable! Any extra effort to make the front of the home stand out and truly pop will be invaluable in creating a lasting first impression.

Home Prep **Checklist**

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Taxes

If applicable, is the home considered a primary residence? If not, the sale of this property may be subject to Capital Gains Tax. It is recommended to speak to an accountant or tax professional.

Has this home been purchased in the past 2 years? Anti-Flipping Tax may be applicable.

Fireplace Insurance

Do you have a fireplace? If so, it is favourable to have a WETT inspector inspect it. If your fireplace has not been WETT Inspected in the past 5 to 10 years, it will have to be inspected in order for prospective buyer to acquire home insurance. A WETT Inspection Report is approx $300.

Septic Inspection

Do you have a septic system? It is advantageous to have the septic system pumped and inspected. A tank needs to be pumped in order to be inspected. A septic pump and inspection is approx $750. I recommend requesting digital photos of the tank from the contractor.

Utility Bills

If applicable, it is helpful to have the average monthly electrical and gas bill amounts. This way we can provide this information with the listing and/or inform a prospective buyer upon request.

To acquire the average monthly utility amounts, simply email:

Nelson Hydro - HClerk2@nelson.ca

Fortis Electrical - electricity.customerservice@fortisbc.com

Fortis Gas - gas.customerservice@fortisbc.com

Contractor **Contacts**

Cleaners

Zen Cleaning 236 972 9767 www.zencleaningkootenays.com

Nelson Cleaning 250 509 0862 www.nelsoncleaning.ca

Refresh Cleaning www.refreshcleaning.ca

WETT Inspectors

Red Point Chimney 250 354 3489 redpointchimney.com

Kootenay Woodstoves 250 352 2001 Info@kootenaywoodstoves.com

Chimney Cricket 250 354 3112 thechimneycricket@gmail.com

Septic Inspectors

Valhalla Septic Services 778 454 2221 valhallaseptic@gmail.com

All-Around Septic Services 250 354 3644 www.allaroundsepticservices.com

Beaver Septic 250 354 3508

Pre-listing Inspectors

Nathan Wheaton 250 505 3899 www.timberlineinspections.ca

Jered Devries 250 777 2421 www.housetohomeinspection.ca

Jacques Laplante 250 551 1284 www.hivehomeinspections.ca

Need another type of professional in the area? Just ask...